

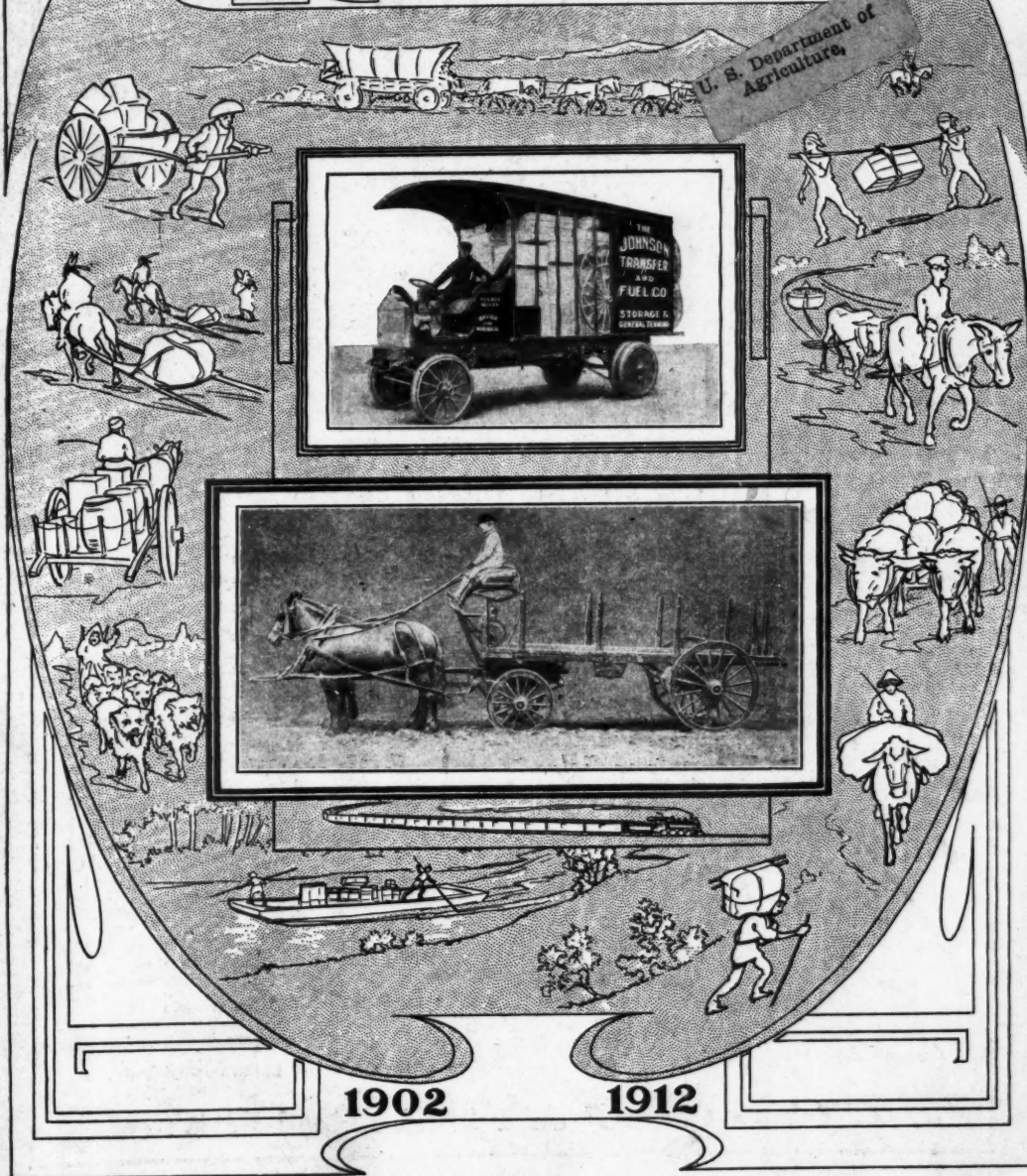
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THE TEAM OWNERS REVIEW



NOVEMBER, 1912

THE TEAM OWNERS REVIEW.

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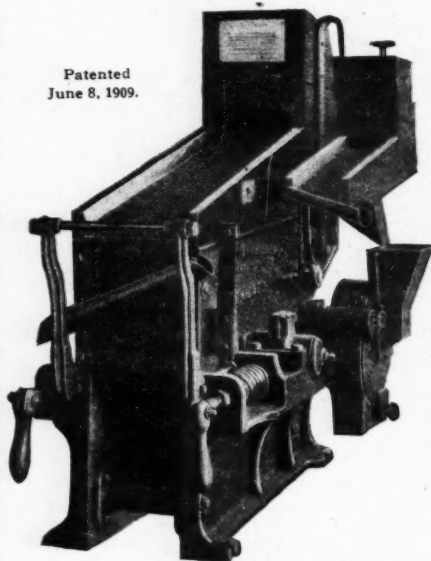
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CHAS. W. BOSLER, at Ogontz, Pa.; WILLIAM J. BRANT, Pittsburgh, Pa.; Mr. R. S. HAMILTON, 1532 Page Street, Philadelphia, Pa.; MICHAEL DOYLE, 180 Delaware St., Philadelphia, Pa., and the

EXCELLO FEED MILLING CO., St. Joseph, Mo.

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June 8, 1909.



A Corn Cracker attachment for our Oat Crusher guaranteed to perfectly crack corn, and not make to exceed THREE per cent. of meal.

NOTHING LIKE IT ON THE MARKET
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Built in All Sizes, for Belt Drive, or with Direct Connected Motor.

Our Guaranty—We can save you absolutely 15 per cent. on your feed bill, and put your horses in better condition in every way—a crushed oat diet will do it.

Our Prices—The Lowest—commensurate with thoroughly high grade products, built on scientific lines, and proven by the test of years. **Ask any man who owns one.** Or, **Better Still**, we will ship you our Oat Crusher, with or without Corn Cracker attachment, on trial subject to your approval.

Agencies in all Principal Cities

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THE TEAM OWNERS REVIEW

A MONTHLY JOURNAL PUBLISHED IN THE INTEREST OF THE TEAM OWNER AND MOTOR TRUCK OWNER
OF THE UNITED STATES AND CANADA.

ENTERED AS SECOND CLASS MATTER IN THE PITTSBURGH POST OFFICE

Vol. XI

PITTSBURGH, PA., NOVEMBER, 1912

No. 11

THE TEAM OWNERS REVIEW.

OFFICIAL PUBLICATION OF
THE NATIONAL TEAM OWNERS ASSOCIATION
AND
AMERICAN TRANSFERMEN'S ASSOCIATION.

PUBLISHED ONCE A MONTH
AT
705 RENSHEW BUILDING,
PITTSBURGH, PA.
BY
THE CONSOLIDATED PUBLISHING COMPANY, INC.

ERNEST H. HEINRICHS.....PRESIDENT-EDITOR.
S. ZINSMEISTER.....SECRETARY.
W. D. QUIMBY..NEW ENGLAND REPRESENTATIVE.
79 Portland St., Boston.

THE TEAM OWNERS REVIEW is published in the interest of the men and companies who are engaged in what may be comprehensively called "the Trade of Teaming," to which belong Transfer Companies, Express Companies, Truckmen, Carters, Hauling Companies, Liv-
ery Stable Owners, etc., etc.

TERMS OF SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance.
To Foreign Countries, \$1.50 per year.
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Orders for new advertising, or changes intended, should reach this office not later than 15th of month, to insure insertion in the current number.

CORRESPONDENCE.

Please mail all correspondence for publication, so as to reach publication office by the 15th of month.
Write on one side of the paper only.
Write all names plainly. When writing over an assumed name, always give the editor your right name also, as anonymous communications cannot receive attention.

THE TEAM OWNERS REVIEW,
PITTSBURGH, PA.

It is to be hoped that the efforts which are being made by the team owners of Boston to convince the railroads of that city of the advisability to give them better freight handling facilities, will bear satisfactory results. It does not require a very profound mind to realize that the quicker the freight is got out of the way when it arrives at a station, the more freight can be handled, and the

The National Team Owners' Association. Officers:

Isaac Goldberg, New York City.....President
W. H. Fay, Cleveland, Ohio.....1st Vice President
D. A. Morr, Kansas City.....2nd Vice President
W. J. McDevitt, Cincinnati, Ohio.....Treasurer
Frank F. Tirre, St. Louis, Mo.....Secretary

American Transfermen's Association. Officers:

J. M. Dunn, Richmond, Va.....President
W. J. Daunt, Bay City, Mich.....1st Vice President
Jesse O. Wells, Des Moines, Ia. 2nd Vice President
H. F. Chester, Champaign, Mo...3rd Vice President
E. M. Hanson, St. Joseph, Mo... Sec'y and Treas.

greater must be the revenue to the railroad. To accomplish this the railroad should endeavor to co-operate in every way with the team owner, who in this respect is of the utmost aid to the railroad. It is satisfactory to note, that not all railroads allow themselves to be handicapped by a short-sighted policy of retardation and delay; in fact, some of them and notably the Pennsylvania Railroad, is constantly endeavoring to improve and expedite the movement of freight on its lines. It stands to reason that the shipper, who soon learns which railroad will handle his goods the quickest, will prefer to entrust his shipment with the railroad giving him the best and most satisfactory service.

There is great reason for reflection in the statement made by Chief Engineer Fort of New York City regarding the pavements of this country in comparison with those in the old world, but we cannot agree with him in everything. We do not believe that we spend less money in the construction of pavements, than they do in Europe or elsewhere, but the trouble is that we do not get the value for our money. In this country the contractor bidding for a street paving job has to hand out a considerable amount of graft before

he receives the contract. And as he has to get this back somewhere, the tax payers get inferior pavements.

It would seem to us that the Philadelphia Team Owners Association in their endeavor to obtain from the State Railway Commission at Harrisburg, Pa., tail-board delivery, should try to obtain the co-operation of all other Team Owners Associations in Pennsylvania. The larger the number representing the same plea, the more prospects there are for success.

THE TEAM OWNERS REVIEW is gratified to learn that the disease which created such fatal havoc among the horses in Kansas during August and September, has made its disappearance. In this connection we believe it is due the administration of the National Team Owners Association to say that the prompt and energetic efforts of President Goldberg and Secretary Tirre had much to do with setting the machinery in motion that took hold of the trouble instantly and thus kept down the loss of horses as much as possible.

WAREHOUSEMEN'S CONVENTION.

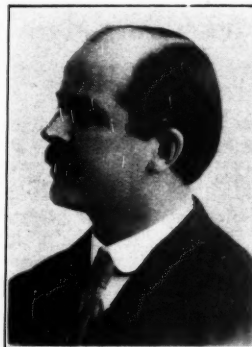
The members of the American Warehousemen's Association are beginning to make preparations for the next convention which this year will be held in the city of Pittsburgh, Pa. The hotel has not yet been selected, but it will presumably be held at the Hotel Schenley. The various committees having in charge the preparation of the convention program are hard at work completing the details. It is expected that quite a number of papers will be read and discussed at the meeting and suggestions for subjects are already being received by the secretary, C. L. Criss of the Union Storage Company in Pittsburgh.

The Pittsburgh committee will use their best efforts to make the stay of members and visitors to the convention as pleasant as possible, and tentative plans under consideration embrace visits to some of the large steel mills and other industries for those who care to go.

MR. CHARD RETIRES.

It will be read with a great deal of interest that Adolph Chard, the team owner poet, who by his quaint rhymes has endeared himself to the readers of THE TEAM OWNERS REVIEW, has retired from the teaming business. In a letter to the editor of this paper Mr. Chard says:

"I expect to go back to the soil in the spring, back to Maple Grove Farm, where I have spent so many peaceful hours. I have put in 25 years of my life on the produce market in Chicago. I regret very much to leave so many of my friends, also the Team Owners Association, through which I have made so



ADOLPH CHARD.

many dear acquaintances from far and near. Even if I may not be permitted to attend any of the future conventions I shall forever cherish the memory of those which I have enjoyed."

Mr. Chard was a very active member of the Chicago Commission Team Owners Association, and held several official positions. He was president and secretary of that organization.

He was a regular attendant at most of the annual conventions of the National Team Owners Association, and at these gatherings he made himself very popular with all delegates and guests by his amiability, his good fellowship and by his earnestness in the support of all matters of interest to the trade.

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OFFICIAL NEWS

I note with considerable joy that the horse plague of Kansas has disappeared. This is good news when the loss is seriously considered that caused the death of more than 20,000 horses in Kansas and an actual loss of more than \$2,000,000 during August and September.

The plague has disappeared as mysteriously as it came, is the word we are receiving from J. C. Mercer, State Live Stock Commissioner, and he has not had a single new case of the disease reported to him since Saturday, the 5th of October. Mercer said that no known cure for the disease has been found and he was unable to account for its disappearance.

This matter will undoubtedly be watched with considerable interest as a loss of this sort is very hard to overcome and every preparation should be made to prevent a recurrence of same, and we sincerely hope that the Trade Journals all over the country will be liberal with their space setting forth in detail full particulars as we generally consider this the best medium of reaching the largest number that may be affected when a disease of this sort presents itself.

During the last two months the team owners in general all over the country have been very busy and judging from same leads one to believe that prosperity in this country is at its height and we sincerely hope that whatever the decision or the voice of the people may be on November 5th next, prosperity will remain with us, as everyone knows that for the year or more past the team owners have been burdened by the much talked of high cost of living.

The feed necessary for our stock has been extraordinary high in price, likewise the stock itself, and one would think judging from the introduction of motor trucks that horses and mules would become cheaper, but this is not

the case, for horses to-day are selling about as high in price as ever before and are just a little harder to secure.

With best wishes for the continued success of your paper and for your own prosperity,

F. F. TIRRE,
Secretary N. T. O. A.

THE DES MOINES STRIKE.

The union teamsters of Des Moines, Ia., went on a strike early in October, but from information received it would seem that the affair was not conducted along the same lines of violence and intimidation as the recent trouble in Toledo, O. The difficulty between the drivers and their employes is apparently the usual one, the teamsters demanding mainly the establishment of the closed shop and the exclusion of all non-union drivers. No doubt the result will be the same, as most similar attempts. Employers to-day cannot be brow-beaten, blackmailed and forced by an irresponsible body of labor unions, and besides the team owners of Des Moines are fully alive to the advantages of co-operating with one another on an occasion of this kind.

SKINNER IS SINGED.

The warehouse of the Merchants Transfer and Storage Company at 611 Quincy street, Topeka, Kan., was partially destroyed by fire at two o'clock on the morning of October 22. Mr. C. D. Skinner, the president of the company, in writing to this paper, facetiously remarks that he saved the office fixtures and the file of THE TEAM OWNERS REVIEW, and we are indeed glad to hear such is the case, although we might have been able to help him out, if any copies of THE REVIEW are missing. The property was insured, and judging by what we know of Mr. Skinner we do not believe the fire will interfere with his business.

THE TEAM OWNERS REVIEW stands for the principle of co-operation and mutual protection. You should subscribe for it.

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NEW ENGLAND NEWS

New England Office, 79 Portland Street, Boston, W. D. Quimby, Manager.

BOSTON FREIGHT CONGESTION.

The Interstate Commerce Commission has recently been taking testimony in Boston, Mass., in reference to the congested condition at many of the freight stations and freight terminals in that city. In Boston, the Chamber of Commerce and the Team Owners Association co-operated in showing the members of the commission where and how the freight handling and storing facilities lacked. Mr. Alexander Grimes, vice president of the Boston Team Owners Association, whom we have

goods pile up in such a manner that it is very difficult for the teamsters to get their freight. A great deal more time is required than ought to be the case in finding it and getting it to the teams. He made the same charges against both the inbound and outbound terminals.

To support his claim that the railroads do not supply sufficient help, he testified that at all terminals one delivery clerk is given a very much larger amount of work than he can attend to properly. He then claimed there is not intelligent supervision of the men to make



In the Freight House, N. Y. N. H. & H. R. R., at Boston, Sept. 16, 1912.

no doubt many team owners met at the Boston convention in 1909, represented the team owners and the Chamber of Commerce and gave testimony on the matter.

Mr. Grimes testified that there are not enough men at the freight terminals to handle the freight. The result is, he said, that the

them work at the best advantage and that there is a lack of system in vogue in all the freight houses.

"Owing to the insufficiency of help," he testified, "freight is dumped out of the cars into the freight house without any reference to its destination. If a car contains freight for

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points reached by every boat line in Boston, various rail lines going out of Boston, and for consignees in Boston proper, all this freight is liable to be put into one pile, indiscriminately, along a freight house 1,000 feet long.

"A teamster getting his freight is not given any help to get the goods to the door to which his team is backed up. He has to go perhaps from one end of the freight house to the other to find his shipments. He is allowed to rummage through the different piles, throw-

sters wandering about trying to locate their goods, and a few delivery clerks trying to locate some one out of the thousands of shipments."

Testifying regarding the lateness of trains, the witness said that formerly the roads operated through fast freight, which arrived in Boston regularly. Under the present arrangement, he said, the freight trains arrive with no regularity whatever, so it frequently happens that freight due on a certain morning is



In the Freight House, N. Y. N. H. & H. R. R., at Boston, Sept. 16, 1912.

ing aside the freight which is between his freight and the door, or piled on top or in front of his freight, and when he finally gets it he adds to the confusion by moving so much other freight about. Other teamsters then come in and do the same thing.

"In the meantime," continued the witness, "other cars are being unloaded, and the freight of to-day is piled on the freight of yesterday in the same unsystematic manner. A visitor to any of the freight houses in the morning will find them principally occupied by team-

not unloaded or ready for delivery when the teamster calls for it during the afternoon.

Attorney Robert Homans appeared for the Chamber of Commerce, which is pushing the charge of congestion at the terminals.

"Isn't the congestion due to the fact that it takes the teamsters so long to get their goods?" asked Attorney Homans of the witness.

"Yes," replied Mr. Grimes, "and there are some classes of goods that the owners prefer to leave in the sheds as long as possible in

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order to save storage. This adds to the confusion, especially when we have some perishable goods that must be found and delivered."

The witness asserted that more room would aid conditions at the terminals, as the freight would not have to be piled in such heaps. He said the bad arrangement at the terminals was something that could not be remedied all at once, but thought a beginning ought to be made immediately.

BOSTON, MASS.

The members of the Boston Team Owners Association held their regular meeting on October 1st at the Revere House, there being about 20 in attendance. Dinner was served at 6.30 subsequent to which the meeting was called to order for business at 7.30, President Loveless presiding.

The records of the previous meeting were read by the secretary and approved.



In the Freight House, N. Y. N. H. & H. R. R., at Boston, Sept. 16, 1912.

He said a better arrangement of the freight would greatly facilitate matters, as the teamsters would not then have to "dig out" their freight.

The charge that the freight trains are late was made against the Boston & Maine especially. The Chamber of Commerce asked that the matter of alleged insufficient help, lateness of trains and arbitrary rules be made a subject of immediate study and improvement.

Cool business calculation teaches that there is no money in starving a horse.

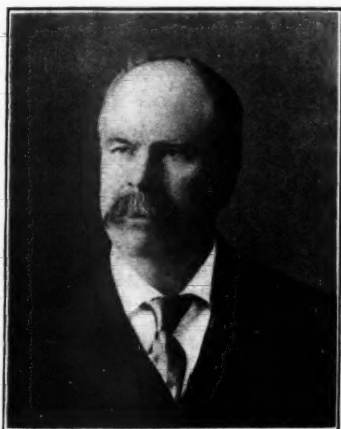
The secretary presented a communication from the Local Freight Agents Association requesting the consideration of the proposition for the closing of freight houses between the hours of 12 and 1, noon. After a short deliberation the secretary was instructed to notify the above association that the proposition, from the truckmen's point of view, was impracticable and not to be entertained.

It was voted that it was inexpedient to participate, as an association, in the City of Boston observance of Columbus day, October 12th.

Vice President Grimes related to the meet-

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ing his experience as a witness before the Interstate Commerce Commission on the subject of terminal conditions, the complainant in this instance being the Boston Chamber of Commerce. When Mr. Grimes had finished,



ALEXANDER GRIMES.

Vice President Boston Team Owners Association.

it was voted, on motion of Mr. Quimby, seconded by Mr. Frost, that he be extended the thanks of the association for the very able manner in which he had conserved the interests of his fellow truck men at this hearing.

There being no further business the meeting adjourned at 9.30 P. M.

W. D. Q.

A USEFUL PUBLICATION.

The American Warehousemen's Association has issued a directory of warehousemen all over this country, which will no doubt be found very useful by the members of the association. There are often occasions arising when a warehouseman is at a loss to find a correspondent in a certain locality to whom he might write for a very important purpose. This booklet will in almost all cases supply him with such a name and we venture the prediction the expenses of getting out the book will be found to have been well warranted.

MECHANICAL FREIGHT HANDLING.

It would be too much to suppose that bulky freight will ever be handled as rapidly as are the mails, but through the perfection of methods and facilities—the employment of scientific management in transfer yards—the railroads are aiming towards such rapidity and at the same time working wonders in economy.

A clerical force of 210 and a warehouse force of 249 are kept busy at the Waverly, N. J., transfer station of the Pennsylvania Railroad, where last year over 100,000 cars of freight in less than solid car lots were received and their contents sorted into solid car lots and sent to hundreds of destinations. The result of their labor was a saving of 11,352 cars in the performance of the business and an incalculable amount of time to thousands of shippers.

This station is situate between Newark and Elizabeth, N. J. Into it cars are fed from 13 transportation companies, two terminal companies, and the docks of New York City, also freight arising in Jersey City and Newark. During rush seasons as many as 700 cars are taken care of in a day.

As an illustration of the working of the transfer system, suppose a car loaded with freight originated in a small town in New York State destined for 15 other towns throughout the United States. The car would be rushed to Waverly, where its contents would be consolidated with other shipments to the same 15 towns, or to another transfer near those that were too small to command a solid car from Waverly. The freight that is handled in this way is called preference freight, and the trains that carry it run on schedule with the same precision and almost the same speed as passenger trains.

The transfer platforms at Waverly afford standing room for 212 cars. On certain tracks the outbound cars are lifted up empty. The loaded inbound cars are ranged on the opposite sides of the platforms and their contents are transferred to about 250 cars which

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are dispatched directly to 121 different points daily.

The system is worked out so well that the transferring is carried on with the greatest precision and celerity. Besides each outgoing car there is a number and a box containing little squares of paper bearing the same number. The checkers in charge of unloading are provided with waybills for each piece of freight. They also have a chart showing the positions of the outgoing cars and their numbers, which represent the places they are to be sent. As the articles are removed he checks off on the waybills. He then turns each piece over to a truckman together with a slip of paper on which the number of the car that is to receive it is written in pencil. The latter, when he has deposited it, takes one of the ballots out of the box. This should bear the same number as the one given to him by the checker and he is required to bring them both back to show that he has made his delivery at the right place. Waybills are made out for the new cars, which are pulled out to make room for others as fast as they are completed.

ANTI-SLIPPING DEVICES.

A generous member offered through the Society for the Prevention of Cruelty to Animals not long ago a prize of \$500 for the best emergency device to put on a horse's hoof to prevent him from slipping. The prize has been awarded to the inventor of the chain and strap overshoe which has been on the market for some time.

Possibly the award may have been merited, but nothing yet devised under the sun will prevent a horse from slipping on a smooth macadam paved street, because no matter how good a calk or holding projection may be fastened to the hoof it will be of little benefit if it has nothing to hold to. It is true that some kinds of material have more friction than others, as for instance rope, or any surface of a loose composition that wears unevenly, but even smooth rubber will slip on a smooth surface. Sharp calks will prevent horses from slipping on snow or ice because

the calks cut into it and thus furnish a hold for the foot, but they are not of much use on smooth pavements where the horse is obliged to pull a heavy load. The only device that will prevent a draft horse from slipping on smooth or icy pavements is something of very large surface made of rope, rubber, leather or some other friction material. But of course a surface large enough to give the necessary holding quality would be so large as to be awkward if not absolutely dangerous to the horse.

Rubber hoof pads and rope inserts are the best anti-slipping devices yet invented for smooth city streets. They wear out quickly and are not easily put on or taken off, but nothing has thus far been made that will take their place.—*The Blacksmith & Wheelwright.*

A FORTY-TWO HORSE LOAD.

A fifteen-ton truck loaded with an armature for an electric generator weighing 35 tons arrived in New York City the other day, and 42 horses guided by eleven drivers handled the load. This monstrous piece of machinery arrived at Jersey City over the Pennsylvania Railroad from Pittsburgh, Pa., where the armature had been made. From Jersey City it was transported by lighter across the ferry to Twenty-third street, and from there the load was handled by truck to Sixteenth street and Lexington avenue. The taking of the corner into Third avenue was made difficult by the presence of the elevated structure, and at that point, two five-ton electric trucks were substituted for the horses.

Once, in taking the down grade on Fifth avenue from Thirty-seventh street, it was necessary to retire some of the horses to the rear to serve as a check on the advance of the armature. Some twenty manholes were broken in the wake of the procession, but a following emergency truck attended to them.

How to take care of your stable and its equipment so as to make your business most profitable is a matter THE TEAM OWNERS REVIEW often tells you about.

AMONG THE ASSOCIATIONS

Kansas City, Mo.

At the last regular meeting of the Kansas City Team Owners Association six new members were added to our membership. Our annual outing was held September 8th at Lake Vinita. Attendance 140. Our annual ball will be held next month, and every one is looking forward to another enjoyable time among ourselves and friends.

As there will be several charter amendments presented to the voters at the next city election; a committee was appointed to see if one could not be presented to the voters whereby the revenue derived from the wheel tax could not be changed from the Park and Boulevard maintenance fund to the general street repair department, as we are tired of seeing this fund go toward the up-keep of streets from which our teams are barred.

The plague among horses in Western Kansas has materially decreased. Our veterinaries here tell us it is not contagious, and with the coming of cool weather, improved sanitary conditions, and a better grade of feed, we expect the disease to entirely disappear. Our veterinaries also tell us since the closing of the open fountain, and the general use of the watering bucket and the faucet fountain, the percentage of contagious diseases is much lower than it has been for a number of years.

St. Louis, Mo.

The St. Louis Team Owners Association is now very busy making preparations for the next annual ball that will take place in November. It is expected that this will be one of the greatest events the members have ever arranged. As usual Trimp's Hall in the West End has been secured. Everybody is already anxiously looking forward to the day, November 15, and it will perhaps be the largest social gathering and reunion of St. Louis team owners, their families and friends in the history of the association. A very elaborate program

will be issued, and the committee in charge has engaged the special services of a solicitor to get advertisements for this book.

The association extends an invitation to every team owner who happens to be in or near St. Louis on that date.

A. J. KUEPFERT, Secretary.

Grand Rapids, Mich.

The Team Owners of Grand Rapids, Mich., held their October meeting and smoker at the Golden & Boter Transfer Company, Wednesday, October 2, and nothing special was talked about besides the horse epidemic prevailing in Kansas, which was again gone over carefully, and we all trust it will not spread and soon be wiped out.

E. M. R., Sec.

Philadelphia, Pa.

As usual the meetings of our association during the summer months were not very well attended, and under the circumstances we were not able to transact much business. We are looking forward, however, to a very good season and we have hopes that during the coming winter our association will be heard from.

At the present time we have a matter in hand which will be of benefit to every team owner in this state. We are just now agitating before the State Railroad Commission at Harrisburg the tail-board delivery problem, and we have every reason to anticipate a decision in our favor.

T. G., Sec.

THE HORSE STILL USEFUL.

The claim that this country is automobile mad is not yet borne out by the report of New York's State secretary for the first quarter of this year's registration for autos. The report shows that there is still a goodly proportion of persons who do not own motor cars. In fact, it appears, remarks a writer in the "Mail Order Journal," that only 88-1000 persons in the state own autos, while in New York City and the metropolitan district—the greatest auto center in the country—less than 75-100 of 1 per cent. are listed among the owners.

A STORY WITH A MORAL.

Perhaps you remember the time. It was not so long ago. The papers printed much about the farmers of the West using their corn for fuel. They burned it—burned their corn—for two very good reasons. To begin with, it was cheaper than coal; and to end with, the price of corn was so low that it didn't pay to haul it to market.

In 1894, and for two years hereafter, corn sold in Kansas for ten cents a bushel. In other words, a man had to raise a bushel of corn for the price of a shave. If a farmer wanted to buy a pound of binder-twine, he had to sell two bushels of corn to get it.

To-day binder-twine sells for about seven and one-half cents a pound. And what is the price of corn? Why, corn is sixty-five cents a bushel.

Well, back in '94 a farmer bought a farm-wagon of a Hutchinson (Kansas) dealer for \$60. It was a good wagon, and the farmer took good care of it. It pays to treat a good thing well. This makes it better, and gives it long life. The other day the farmer came back to this same Hutchinson dealer and said he wanted to buy another wagon just like the one he got in '94.

"It was a good one," he said. "That's why I want another one just like it. How much are you going to charge me for it?"

The dealer rubbed his chin, and passed his finger through his hair. "Well, now, let me see. It seems to me you paid \$60 for that wagon, didn't you?"

"That's right," said the farmer; "\$60."

"All right, that same kind of a wagon—a little better, perhaps, for some improvements have been added—that wagon will cost you now \$75."

"What!" exclaimed the farmer. He was surprised, and began to object, and then wanted to know the whys and the wherefores of the rise in prices.

"Well," said the dealer, "the material, like lumber and iron and steel, has gone up in

price, wages have advanced—and it costs me more to buy a wagon now. Maybe the tariff has something to do with it, too."

At the mention of the word "tariff" the farmer went straight up in the air. He began to expound against the theory of the whole thing.

The dealer let him run along for a while and then asked again, "Say, when you bought that wagon from me in '94 I think you paid for it in corn, didn't you?"

"Yes—sure I did," said the farmer: "but what's that got to do with it?"

"And, let me see. Corn was ten cents a bushel, and you had to give me six hundred bushels of corn for that wagon, didn't you?" asked the dealer again.

"Yes, I guess I did," answered the farmer, after recalling in his own mind that corn was selling at only ten cents a bushel in those days. "I'll tell you what you do," said the dealer; "bring me in six hundred bushels of corn tomorrow, and I'll give you this wagon—"

"Well, say, hold on—" began the farmer. The dealer interrupted him in turn. "But that isn't all," he said. "In addition to the wagon, I'll let you and your wife go over to the warehouse and pick out a carriage. Then you go and help yourself to the best six-foot self-binder in the shop. And—"

"Here, wait a minute—," started the farmer.

"I'm not through yet," said the dealer. "When your wife comes in, I'll let her go to the hardware department and pick out one of the best ranges we've got. And, just for good measure, you tell your wife that she can have enough kitchen utensils to refurnish her kitchen. Now I'll give you that—all of that—for six hundred bushels of corn. In '94 the same amount of corn got you just the wagon. That's a fair proposition, isn't it?"

The farmer was stunned. He hemmed and hawed, removed his hat, and scratched his head.

"I'll just work this out in figures and show you what you are getting," continued the

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dealer. "We'll put the wagon down at \$75; the self-binder at \$125, and that'll get you a beauty; the carriage at \$125; the kitchen range at \$50, and that certainly ought to be a good one; and the kitchen utensils at \$15, and that ought to buy a few. Add these together and you have \$390. Figure six hundred bushels of corn at sixty-five cents a bushel and you have \$390."

The farmer dug up his \$75 for the wagon without saying another word, and motioned to the dealer to join him at the cigar stand for a "smoke."

There is a moral to this little story. It is that—but there, there, what's the use.—*Fra. July.*

MORE OR LESS PERSONAL.

The Bowling Green Storage and Van Company of New York City publishes a little folder on certain occasions, which usually contains a lot of interesting reading besides the advertisement of the company. In a recent number the editor of the folder deplors the want of a poet for his publication in the impressionistic style:

We are shy a poet. We had been banking on the poet laureate but he does not respond. The following by way of Grand Rapids may account for this: "He is a storage man all the time and it is rumored among the warehousemen that 'oft in the stilly night' when he wanders about the house with his lusty little heir clasped in his fatherly embrace, he quiets the heart-rendering cries by crooning softly, in his sweetest voice, a lullaby composed of his finest warehouse talk." The absence of poetry is accounted for by the fact that the poet is 'crooning.' It's all right as long as he isn't moulting.

(P. S.—This was not written by a bachelor).

That poet at Hastings, Neb., gave great promise. But he has fallen down. He says he comes from Pennsylvania Dutch stock. We are offering high rates for Pennsylvania Dutch poetry, brother. He thinks he would like to be boss of a lift van business. There are others. Some have tried it and have

been scorched, others are preparing for a burn. It took us a few years and some money to learn the lift van business and we are still learning—and spending some money. We can show some burns and a few open sores yet.

THE FEED BAG.

Among the various forms of cruelty to which many a horse is subjected is the inhumane feed bag. Sometimes it is a sack or a common bag tied up by a string that runs behind the ears and into this the horse must put his head, not infrequently hiding even his eyes. Generally it is a tight, unventilated, or if ventilated at all only most imperfectly, canvas bag. This, fastened over the head, is put on and, as a rule, left on some time after the horse has finished eating. While the driver takes his lunch and smokes his pipe at his noon hour the poor animal stands breathing over his own breath and what little fresh air can be drawn into the bag. Recently in front of a grocery at the noon hour a horse stood this way from 1.15 to 3 o'clock. Against this sort of thing our Society is using all the authority it has, warning careless drivers and forbidding the use of the worst kinds of these feeding devices.

The question is asked us repeatedly, "Is there an ideal feed bag?" Our answer is, "Probably not," but we have never hesitated to say that the nearest approach to the ideal is the one known as the Williams Folding Feed Basket, an advertisement of which appears in this issue of our paper. We have observed with much care this basket in actual use, have talked with the men using it, and are glad to commend it. It makes possible a plenty of air, serves as a sifter to remove the dust from the grain, is easily folded, so occupying little space when not in use, and is of light weight. We wish every horse in the land, compelled to eat his dinner in harness, could take it from this basket.—*Our Dumb Animals.*

Every team owner in this country should be a subscriber to THE TEAM OWNERS REVIEW.

AS TO WOODEN PAVEMENTS.

When THE REVIEW printed in the last issue the statement of Mr. Witherby of the General Vehicle Company in defense of the wooden block pavement, it was expected that a number of team owners would come forward to give their opinion. But so far, such has not been the case, perhaps because the team owners are too busy or perhaps because the team owners were too indifferent on the subject. However, there has nevertheless an advocate appeared in their behalf, who, as will be seen, is well versed in the matter at issue and who knows how to speak her mind. This is Mrs. Fred W. Packard, the president of the Society for Humane Friends and also the chief executive of the Team Owners Protective and Improvement Association of Chicago. Mrs. Packard is a lady who has endeared herself to the public for the great interest she has taken in humane work, and she has done much practical good. This is what Mrs. Packard says in reply to Mr. Witherby:

Being a woman I may be ruled "Out of order," if I reply to Mr. Ed. E. Witherby's article in the October number on Wooden Block Paving. However, I am going to; if you do not want to print it please consign it to the waste basket.

In the first place the "life" of the wooden block is of the shortest duration of any paving used, it lasting only three years and must have a maintenance fund from the very start, and to patch it, is impossible so as to make it smooth and like new; we have some here on Clark street near Monroe, which has been down a little over a year and I picked a portion of a block out with my silk gloves on, the wood was so decayed it pulled apart like old wood which had been in use for years; have a piece in my office at the present time which will speak for itself.

As to its being soft on horses' feet, it is so soft they can not stand up even in summer when it is very hot or after the sprinkler has passed over it; we have an approach to Dearborn street bridge paved with it and there is

not a day passes but some poor animal is either permanently hurt or disabled in some way, and as for a load of any kind getting up the incline without assistance is a rare thing in winter or summer; we were obliged to ask the sprinkling wagon to desist in putting any water near the approach. We have an ordinance which forbids the paving of the bridge approaches with anything but dressed granite, but for some reason they do slip in and get it done before any one is aware of it.

As for sanding it, that is out of the question; we have several sand and salt wagons; they were sent out last winter and used extensively, all to no avail. The moisture which must necessarily be in wood blocks will not allow the sand to take hold, consequently we had no good results from either salt or sand. I am informed that they are going to use a new kind of block, but, not if the Team Owners Protective and Improvement Association, of which I am president, can prevent it, for new or old it will be wooden block and will be of no service for teaming interests.

Referring to the repaving of Broadway with wooden block, to my personal knowledge the only ones who profited by the change were the auto trucks, and the office people; less noise and smooth paving was the only advantage, and the noise factor was only for a month or two during the summer when windows were raised; in winter when the windows were closed the noise makes very little difference.

"Why do the team owners object?" Because they are not team owners, they are the commercial activities of the world and as such are entitled to the most expedient, easiest and economical facilities for transportation of merchandise that can be thought of by the most expert minds, and all possible weight should be brought to bear on the subject, so that the question would call for deep study as does most every other important matter in the world. We do not pay enough attention to this great question, and before we know it the autos will take advantage of our procrastination.

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tionation, or carelessness, and have our streets in such a condition that neither the auto truck or teams will be able to move on our already over congested streets.

One-half of the complaints about the stopping of street cars, the congested streets, the failure to get around, is due to the fact that the streets are paved with this wooden block, which neither horses or trucks can move on readily and with a sure footing. The paving with dressed granite is the only safe and sure paving and a law should be passed condemning all other paving, both from an economical standpoint and from a means of quickest and easiest transportation. Dressed granite lasts for years without a maintenance fund and can be patched so that it would not be seen, just as good as when laid, and when worn smooth can be turned and relaid; can you say as much for wooden blocks?

This is a question which one could write a newspaper full of, and still the subject not be exhausted. I have made a deep study of it, and find few who can talk me down on the redeeming qualities of dressed granite. If we are to take sides with the auto trucks then there is no use of arguing at all; just go ahead and put it down, and even though our horses do fall and break their legs or hurt themselves or if it takes three hours to deliver a load which ought to be delivered in a half hour, that is all for naught if they are to be considered at all. They are in their infancy, we are here and to stay; it will be many a year before they are putting the horses out of business, if ever. Why should we give up all our rights, or any of them as far as that is concerned? From a humane standpoint, it is simply brutal to see our noble animals trying to move along on a frosty day, it is appalling, and any humane society which is doing humane work should make all possible effort to have it done away forever. I suppose the only thing which does really hold it is the fact the people who are back of it can gull the property owners into believing it is the cheapest paving; it is, and as such is no good. We cannot get a cheap pavement which will last; it costs money to buy good,

reliable and lasting things, no matter what it is. The same applies to paving.

These people who are always complaining about the noise from the transporting of goods through the streets, and about the team owner and teamsters, what a terrible class of people they are, do not stop to think what these people could do if they felt so inclined. Suppose they would all stop hauling everything known to man, say for twenty-four hours—I am referring to hauling with horses—how long could the auto trucks keep us in food and coal, etc.—how long, I ask? Not twenty-four minutes; the people would be willing that a cannon should be fired with every revolution of each wheel if we would only start again. We are that important; why then allow our interests to be interfered with by putting down something on our streets which is fatal to our welfare and death to our stock in trade—our horses.

With all due respect to our worthy co-worker, I cannot help but say that I think it very poor policy to allow the auto truck firms so much free advertising as they are getting through the National Team Owners Convention and Journal; let them keep out of the teaming interests if they are trying to advertise that which is entirely contrary to our horse teaming activities. We do not need them, but they need us badly, until they get their trucks where they can be handled at less expense and with a greater degree of certainty.

I am sorry to have taken up so much space; will try not to do so again, but every time I get at this subject I work overtime, or talk overtime, as the case may be.

Yours very respectfully,

MRS. FRED W. PACKARD,

President of the Team Owners Protective and Improvement Association, Inc.

A subscriber to THE TEAM OWNERS REVIEW not long ago said, that in one issue he read an article that saved him \$15.00 a month on his feed bill. This means, that he saved \$180.00 a year, and the paper for a whole year cost him only one dollar.

Motor Trucks Owners Review

Blazing The Trail.

The trials and troubles of the city motorist are not few but it is when the city man launches boldly forth into "foreign parts" and essays his first country trip, that his worries begin.

First—where to go. Then how to get there.

He may in his earlier essays elect to just "take a chance" and trust to luck for finding his way back, but the fear of failure stands before him all the time and is apt to mar his otherwise perfect enjoyment.

Not every man can read a map, especially in a strange country, nor is it exactly conducive to peace of mind to halt at every cross-road for the purpose of verifying the route, while it almost invariably happens that at the time of greatest doubt, there is nobody in sight from whom information may be obtained.

Recognizing the urgent demand for some *systematic* scheme of road marking, easily understandable and above all correct both in mileage and direction, the B. F. Goodrich Company (makers of Goodrich tires) have for some time been carrying on a campaign of road marking which bids fair in a short time to render all of our main roads as easy to travel as a city street.

A special section of the Goodrich Touring Bureau, under the care of an expert, has this work in hand and already many of our principal routes have been covered.

Recently the personnel has been increased by two new road marking trucks fully equipped for the work, one of which is at present engaged on the roads in New England while the other is covering Ohio, Indiana and parts of Pennsylvania and Kentucky.

As each crew can cover from 30 to 40 miles per day, it will not be very long before these sections are placed on an equality with the roads of other states—where already the Goodrich Road Markers have proven a boon to

many thousands of motorists, to say nothing of cyclists, pedestrians and other habitual users of the roads.

The Goodrich road sign is distinctive. Its circular shape and projecting arms, single it out at once from the host of advertising signs which infest our roads.

Strongly made of enameled iron it withstands all weathers and is so legible that "he who rides may read" without the necessity of checking speed for an instant.

Whilst Highway Commissioners and Road Boards have "deliberated" the Goodrich markers have been steadily proving their utility and ever extending their sphere.

It is certainly remarkable that a private firm such as the Goodrich Company should have accomplished in such a short time, a task which the "powers that be" have for years been debating with purely negative results.

Well marked roads extend the sphere of action of the Autocar almost indefinitely. Instead of confining his trips to purely local roads, the Motorist finds it easy to take more and more extended tours without fear of being "marooned" in some unknown region far from home or intelligent guidance.

A word on the Goodrich Route Books and advice service may not be out of place.

The company has already issued books covering—Cleveland to Buffalo, Niagara Falls, Rochester, Albany and New York. New York to Philadelphia and Atlantic City; North and South New England; Central States; Long Island; as well as the Pacific Coast from Los Angeles to Seattle.

Many more are in the press or in course of preparation, while for routes not covered in these books, the officials of the Touring Bureau are always ready to furnish special routings to no matter what destination.

The Bureau has in many instances co-operated with local authorities and Automobile Associations in the work of road marking—the

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

company furnishing the markers, which are erected locally.

And all of this service is absolutely free. Perhaps the best example ever known of a purely commercial concern providing a special department for such a public purpose.

Strike Against Auto Trucks.

A strike that eventually may determine the attitude of teamsters in Chicago toward the auto truck was begun early last month when 30 drivers of the Chicago Consolidated Bottling Company refused to take out their teams. The company recently purchased six auto trucks.

The officials declare they want the work of the truck restricted to the work formerly performed by one team.

Air Springs For Motor Trucks.

THE TEAM OWNERS REVIEW has learned that George Westinghouse, the great inventor, who recently completed an air spring for automobiles, has now perfected a design of these springs to be used on motor trucks. In view of the fact that motor truck owners are now experiencing considerable expense in the deterioration of the truck machinery, as well as the breakage of the load, because the stiffness of the steel springs in conjunction with the solid tires affords very little resiliency in the operation of the trucks.

It is reported that several of the most important makers of motor trucks, which trucks universally use solid tires, are moving in the direction of applying Westinghouse air springs, in order to save the chassis and machinery from the severe stresses due to the use of such tires. It is said that the Packard Company of Detroit, which is building a large number of trucks, is studying the application of the air springs and that the Westinghouse people are making designs to meet this service, which is very severe, principally because of the wide fluctuation in the load carried by the rear axle.

When a motor truck has no load, the steel springs, because of their greater stiffness, are in a sense an almost solid support, and it is only when the maximum load is carried that the steel springs have a reasonable resiliency. When the trucks are without load, the chauffeurs usually drive them at high speed with consequent rapid deterioration of the machinery. It is believed that one of the greatest fields for the use of the air springs will be found in connection with motor trucks.

Motor Truck Problems.

According to Gleeson Murphy and F. I. Ditzler, who have just completed a tour of the principal eastern branches of the General Motors Truck Company, "the attitude of big business institutions toward the commercial motor vehicle is rapidly changing. The question no longer seems to be: 'Can we safely adopt mechanical transportation?' but rather, 'How can we best equip our business with motor trucks?' As the president of one big eastern house sagely points out, 'Long ago it was plain to us that unless the proposition of motor truck installation was carefully considered and the pros and cons as to types and sizes investigated in a practical manner, economical, efficient and advantageous service could not be expected.'

"As a result of our experience with motor trucks and our study of the entire matter, it seems to us that any prospective installer of motor truck equipment will find his problem greatly simplified if he will first answer for himself a few fundamental questions.

"First—What is the nature of the routes to be covered in the service? Is it all a town service or all a country service, or does it partake of both characters? Second—What is the general character of the streets and roads? Are they comparatively level or are steep hills numerous? Third—What are the distances which each vehicle must cover in a day's round? Fourth—What is the character of the load to be carried? Is it light but bulky

USE ONLY U. S. HAMES—THEY ARE STANDARD QUALITY.

or heavy in comparison with the bulk? Fifth—Are the packages to be carried of large size, such as heavy furniture, pianos, safes, or the like, or are they small, such as groceries, jeweller's boxes, light dry goods, etc.? Sixth—Are the goods and packages of such a nature that they must be protected from dust and rain, or can they be carried in open wagons or so-called express bodies? Seventh—Are they of a fragile nature calling for unusually flexible spring suspension if the load is to be moved at speed? Eighth—What quantity of goods will usually be loaded up for each trip? Will the load be carried the full distance or only half the distance? Do the vehicles ordinarily return empty or are they partly loaded? Ninth—What is the most convenient body construction to admit of easy loading and unloading of the class of goods to be handled? Tenth—Would it be desirable in the case of heavy goods to enable the power of the motor to be utilized in loading and unloading?

"These are some of the principal questions for consideration in determining the type and size of motor trucks which will best meet individual requirements. Undoubtedly there are many others, but those I have mentioned will be sufficient to indicate how numerous are the points to be kept in mind. It is quite plain that three points—load to be carried, distance to be traveled, and country to be covered—must all be carefully considered."

The Last Omnibus In Paris.

Under the headline "It Was the Last" the Paris *Matin* tells the story of the passing of the last horse omnibus. The vehicle was one of the last to make way for the motor buses which now have no opposition except the trolley lines. The driver wore the uniform of a hearse driver and the women who sat outside were dressed in deep mourning. Inside sat a company of newspaper men. All along the route followed by the "last of its family" the people cheered and sang, and, "taken as a whole," says the writer, "it was a most notable function."

Electric Truck Pointers.

The actual dollar and cents value—the real economy of Electric Commercial Vehicles is coming to be recognized more and more, daily, by thinking merchants.

From its earliest days, the electric truck or delivery wagon has been acknowledged to be one of the most potent advertising forces a merchant or manufacturer can employ. Too often the economy side of the question has been overlooked. The live business man has been in the habit of saying: "I will spend the amount of money to *advertise* my business, by buying a truck or delivery car."

Then, when he came to investigate the merits of different types of cars, with a view to choosing the one with greatest *advertising* value, his choice naturally rested upon the Electric. The Electric is noiseless, dustless, smokeless, and free from annoying odors. The Electric spins along the streets almost without a sound—with a sort of majestic dignity that gives the person who sees it—most surely and strongly—a good impression of the company that employs it.

The driver of an Electric, too, may be in uniform, or, in any case, he has an opportunity to keep his appearance neat, that the driver of other types of cars, or of horse-drawn vehicles, does not have.

However, although the advertising value of an Electric Commercial Vehicle is important, still more important is its value from an economical standpoint. With an Electric, the cost for operation stops when the vehicle stops. Thus there is no running expense while a delivery car is stopping at houses or, with a truck, while it is being loaded and unloaded. The average length of life of an Electric car is ten years—much more than the term of efficient service of a horse. Its average incidental upkeep cost is less than \$10 a month—little more than the blacksmith's and veterinary's charges average.

From the best statistics obtainable the cost per parcel of electric vehicle delivery averages close to three cents, as against a cost by horse and wagon of five to seven cents per parcel.

The money saving of an Electric car be-

comes greater than ever where a company operates a fleet of machines. Where only one machine is used, it must make long runs into widely separated districts, and often there is not enough work required of it to get from it all the service available, and to make it pay highest possible returns on the original investment. Yet even under those conditions, the use of the Electric has been proved advisable from every standpoint. But where a fleet is operated there is an opportunity for much systematizing and economy in routing. The machines are kept always on the jump, every minute is made to count, and the Electrics then are efficient in the highest sense of the word. Two big express companies in New York have utilized this latter method to a notably great degree. They have divided the city into zones, each of which has its central headquarters or depot, from which Electric trucks radiate, making deliveries and pick-ups. Other trucks make the rounds of these depots, connecting them with the main city office. Exact statistics as to the cost of delivery, per parcel, to these companies, have been kept unavailable, but strong evidence that it must be exceedingly low is given by the fact that the remaining horse equipment is being displaced as rapidly as possible by more Electric trucks.

That the popularity of the Electric Commercial Vehicle is not confined to any one part or parts of the country is asserted by Mr. F. T. Guendel, an electric vehicle expert of New York, who recently made a tour of inspection covering the entire United States. Though, New York, of course, leads the list with over 1200 Electric Commercial Vehicles in daily service, other cities everywhere are using this type of vehicle in great numbers—the proportion of vehicles in use to the population being almost as great as in New York. The liveliest and most progressive men in every town are recognizing the superiority of Electrics for delivery and truckage, as well as pleasure purposes.

It has been a commendable rule among the vehicle manufacturers that their claims for their machines have been, for the most part,

YOU PROFIT IN 3 WAYS

WHEN YOU USE THE

Sleight Eccentric Piano Truck

- 1st** You save the pay of two extra men on your average moving of upright pianos;
- 2d** You not only make more on each delivery, but the kind of service you can give brings you more business—so the profits pile up;
- 3d** You greatly relieve yourself of damages, for this truck protects the piano, while at the same time enabling your men to handle it at any angle.

And you know that ability to give special protection service in moving pianos means more high grade moving of all kinds for you.



Our advertising department has two separate plans for aiding our customers to get business. This service is free to you.

10
Years
of
Success

The eccentric on the head-board does the trick: truck slides or rolls just as you desire.

"The truck preferred by piano houses."

The truck will last 10 years and make you money on every upright piano you move.

"We bought the first truck you made, nine or ten years ago and are still using it, together with four others we have purchased since then. During that time we have tried several other trucks, and find that your truck is far superior to any of them. Your truck is the only one we now use, and we cannot recommend it too highly."—Shank Furniture and Storage Co.

Write or Wire for Free Folder of complete details.

THE W. T. SLEIGHT MFG. CO.,

2123 N. Alabama St., Indianapolis, Ind.

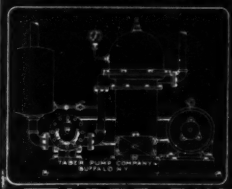
modest. Thus purchasers of Electrics have in almost every case been treated to an agreeable surprise upon finding out, first-hand, their wonderful possibilities. The Electrics not only do all that is promised of them, but in many cases much more.

The promises of a truly horseless age are fast coming true. Though it has been well said that the surface of the commercial field for Electrics has, as yet, only been scratched, the time is already in sight when such will no longer be the case. The Electric is coming into its own.

Walpole Rubber Company Expands Capital.

The Walpole Rubber Company, recently re-incorporated under the laws of Massachusetts under the name of the Walpole Tire & Rubber Company, has increased its capitalization \$500,000 and has issued rights to preferred shareholders for subscriptions in the preferred shares of the new company at \$95 per share. Subscribers for new stock will receive the dividend payable October 15 upon their subscription for new stock. The increase in the preferred share issue is due to plant enlargements and extensions necessary to care for the heavily increased business of the company. The common stock pays 4 per cent. regular annual dividends and it is reported that the earnings of the company have largely increased during the past year, reflecting the big profits claimed for the rubber goods manufacturing business.

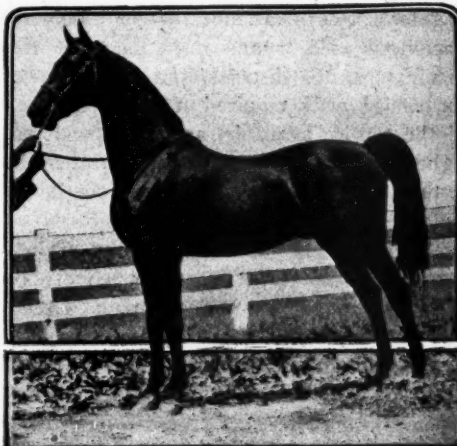
VACUUM HORSE GROOMING AND MASSAGE MACHINE



Cleanliness and Massage

Are as good for a horse as for a man. This machine improves the health of the horse as well as enabling one man to do the work of several, reducing expense, and benefiting the horses. Sanitary, because it removes not only impurities, but germs. Profitable, because it saves you money. Send for particulars.

TABER PUMP COMPANY
BUFFALO, N.Y.



The Horse

needs to be carefully and properly shod in order to do the most efficient work.

Carelessness in preparing the shoe or the hoof, the use of cheap nails which are likely to split or crimp in driving—anything of that sort makes trouble and needless expense.

The Owner

naturally wishes to keep his horses in service and avoid useless shoeing bills.

Experience teaches that "Capewell" nails having half again the tensile strength of any other nail hold better than other brands. Furthermore, they drive easier and are absolutely safe to use.

The best nail in the world at a fair price—not the cheapest regardless of quality. No nail is a "Capewell" unless it has the check mark on the head.

Make certain that your horseshoer drives "Capewell" nails.

MADE BY

The Capewell Horse Nail Co.

HARTFORD, CONN.

U. S. A.

Largest Makers of Horse Nails in the World.

Wells Fargo Buys Thirty-Five Trucks.

About one-third of the reported order for 100 automobile trucks for the Wells Fargo Express Company has been placed, according to statements current in the industry. The present order numbers thirty-five and is divided among seven companies as follows: General Vehicle, nine electrics; American Locomotive Company, six gasoline trucks; Packard, six; Peerless, six; Mack, four; General Motors, four, and Lansing, one.

The cars will be distributed among the New York, Chicago, St. Louis and San Francisco establishments of the company. The trucks ordered are mostly of the 2-ton and 3-ton sizes.

Automobile Manufacturers, through James S. Marvin, assistant general manager, has issued a circular to the members of the organization warning them to be prompt in loading and unloading freight cars and cautions to members to load the cars to their full capacity if possible.

The circular recommends that shipments of supplies should be ordered in units of as much size as possible and to specify automobile cars so that the factories can reload such cars with their finished product.

Last winter and spring there was some complaint on the part of the railroads that automobile cars were tied up at various points of consignment because dealers failed to take prompt delivery.

How To Avoid Freight Car Famine.

Anticipating prospective shortage of automobile freight cars, when the shipping season opens in full blast, the National Association of

THE TEAM OWNERS REVIEW has been the means of establishing business relations and friendship among team owners from Maine to California, from the Gulf to Canada.

Walpole RUBBER HEELS FOR HORSES

Be sure to ask your horseshoer for the Walpole, because it gives your horse a natural support for the vital parts of the feet.

You can't mistake the Walpole if you look for the spring steel plate. It is the **only steel-plated pad in the World**. There are no others just as good.

The Walpole is really a bar shoe and rubber hoof pad combined. Your horse gets all the good effect of both, and none of the bad effects resulting from wearing the soft back pad.

The Spring Steel Plate remains level no matter how long it is worn. The bearings remain as the horseshoer intended, thus keeping the pressure on the strong parts, and off from the weak. This cannot be done with any other pad in existence. We challenge the World with this statement. That is why you should always insist upon the Walpole.



If you have any doubt as to the advantage of Walpole Rubber heels for horses, refer to any of the best treatises on horse-shoeing.

You will learn that every horse working under unnatural conditions needs something to support the frog and sole. Bar shoes have been used on all weak feet for years, because nothing has ever been found that was any better—until the invention of Walpole Rubber Heels for horses.

You may always know the Walpole because the spring steel plate is always in evidence—never wears out—and you know there are no other pads that are reinforced with this plate.

What is good for a weak or injured foot is good for a well foot. Keep the good feet good, and you will increase the value of your horse as well as his earnings.

Insist that your horse shoer puts on Walpole Heels the next time you have your horse shod. In the unlikely event of his not having them, he can quickly get them for you. It will pay you to insist upon them.

WALPOLE RUBBER CO.

185 SUMMER STREET
BOSTON, MASS.

When answering advertisements please mention THE TEAM OWNERS REVIEW.

THE HANDSOMEST ANIMAL.

The zebra is, perhaps, of all quadrupeds the best made and most beautiful clad by the hand of Nature. To the figure and graces of the horse, it adds the elegance of the stag; and the black and white bands with which its body is ornamented are arranged with such wonderful symmetry that we might almost be disposed to imagine that rule and compass had been employed in their formation. These alternate bands are narrow, parallel and exactly separated. They extend not only over the body, but the head, thigh and legs and even over the ears and tail. They follow so exactly the contour of the different forms that they exhibit the entire figure in the most advantageous point of view. In the female these bands are alternately black and white. In the male they are black and yellow, but always of a lively and brilliant tint. They also rest upon a ground of short, fine and copious hairs, whose luster considerably augments the general beauty of the colors.

TEAM OWNERS and WAREHOUSEMEN

SHOULD FOLLOW THE TRANSPORT
TRADE IN GREAT BRITAIN
BY SUBSCRIBING
TO THE

"World's Carriers and Carrying Trades' Review"

The Official Organ of the Important
Associations connected with this trade.

It deals with matters affecting Team Owners,
Furniture Warehousemen and Removers,
Railway and Forwarding Agents, and
Vehicle Owners generally.

Subscription \$1.50 a Year.
Write For Specimen Copy.

The CARRIERS PUBLISHING CO., Ltd.

29 Pilgrim Street,

Ludgate Hill, London, England.

YOU BE THE JUDGE



We could expound upon the Merits,
Benefits and Advantages of

The Bell Oat Crusher

for ever and a day, but we prefer to have
you examine it for yourself and then

You be the Judge

IT SAVES YOUR MONEY; IT SAVES YOUR
GRAIN; IT SAVES YOUR HORSES

A THIRTY DAY TRIAL FREE

W. L. McCULLOUGH CO., Ypsilanti, Mich.

A Lame Horse Earns No Money



But it costs you a lot to keep it standing in the barn. A wise team owner will attend to his stock with the greatest care and make it his business to see that all his horses are always in the best of money making condition.

CO-HI-ER

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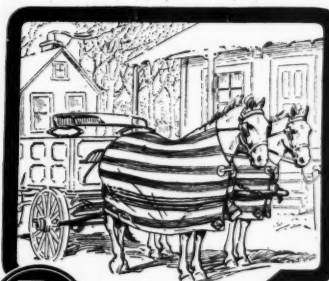
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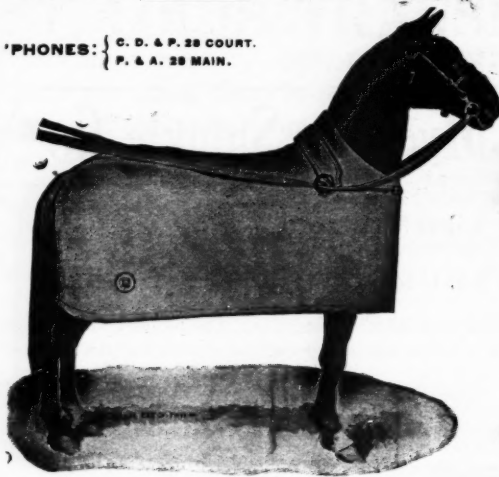
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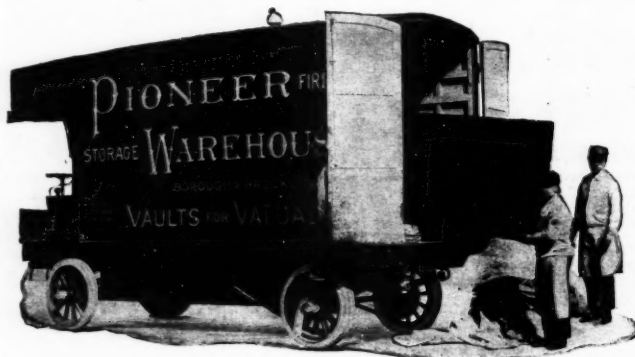
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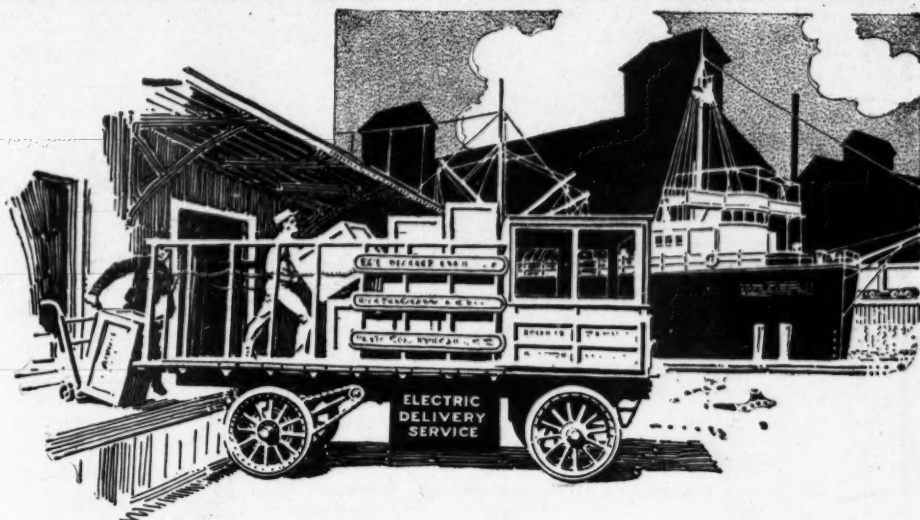
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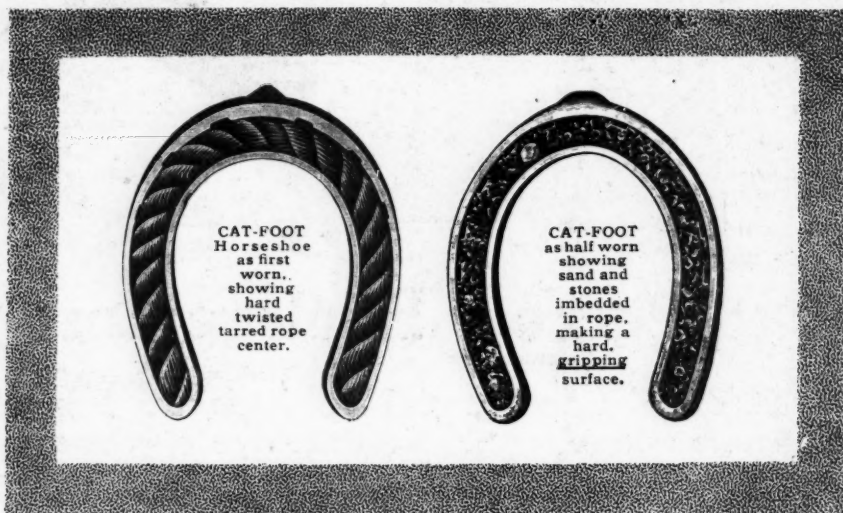
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